

Tourism & Events Department 7506 E. Indian School Road Scottsdale, AZ 85251 480.312.7177

To: Linda Dillenbeck, Vice Chairperson

Tourism Development Commission

From: Steve Geiogamah, Tourism Development Manager

Date: April 17, 2018

Subject: Staff Report – Tourism Reports

Bed Tax Collection Report

This report provides a summary of monthly tax collections for the city's transient occupancy tax (bed tax), hotel/motel sales tax and sales tax on miscellaneous retail and restaurant as a percentage change from the same period in the previous year.

Highlights for Business Activity in February 2018

February bed tax collections were down (-4%) with YTD collections up (8%). Miscellaneous retail tax collections were up YTD (12%) and restaurants were up YTD (8%). This report is on a cash basis, so only the cash that is received within the month is included.

February hotel classification report indicates YTD bed tax collections for resorts were down (6.2%), full service property was up (13.1%) and limited service properties were down (-3.6%). The hotel classification report pulls data based on the reporting period not the actual receipt collections.

Tourism Program Special Revenue (Bed Tax) Proforma

The Tourism Program Proforma provides revenue and expenditures for the current and prior fiscal years as well as the adopted budget.

Highlights as March 31, 2018

Highlighted changes include the allocation of \$5 million toward the Scottsdale Stadium design build project and \$240,000 toward the Canal Convergence event pending City Council approval.

Smith Travel Report

The City of Scottsdale contracts annually with Smith Travel Research (STR) to track hotel data (average room rate, occupancy, etc.) in the Scottsdale/Paradise Valley Market Area and its competing destinations.

Highlights for February 2018 (Scottsdale Trend Report-59 properties)

Over the past 12 months occupancy is up (3.5%) average daily rate (\$265.46) is up (3.5%) and Rev Par (\$228.24) is up (6.5%) when compared to the same period last year.

Segment Trend Report (Transient, Group, Contract-25 properties report)

Over the past 12 months occupancy is up (2.7%) average daily rate (1.6%) and rev par (4.4%) continue to be both up.

Regional Reports

Trend Scottsdale Downtown (17 properties report)

Over the past 12 months occupancy is up (3.9%) average daily rate (\$155.88) is up (1.1%) and Rev Par (\$112.97) is up (5.1%) when compared to the same period last year.

Trend Scottsdale Middle (31 properties report)

Over the past 12 months occupancy is slightly relatively flat (0.8%) average daily rate (\$194.21) is up (4.8%) and Rev Par (\$128.88) is up (5.7%) when compared to the same period last year.

Trend Scottsdale North (11 properties report)

Over the past 12 months occupancy is slightly up (0.9%) average daily rate (\$235.49) is up (3.7%) and Rev Par (\$165.54) is up (4.6%) when compared to the same period last year.

Hotel Performance Indicator Definitions

Occupancy is calculated by rooms sold divided by rooms available multiplied by 100. Average Daily Rate is calculated by taking room revenue divided by rooms sold.

Rev Par is calculated by dividing room revenue by rooms available.

Program Updates

Any program updates will be provided at the March TDC meeting.

BED TAX COLLECTION REPORT - FY 17/18

Prepared by the City of Scottsdale Tourism Events Department April 17 ,2018 (Preliminary)

Item 9a

This report provides a summary of monthly collections of City revenues that reflect activity in the Tourism Industry in Scottsdale. Column one shows the actual month of business activity, not the City receipt of the taxes.

Table 1 reports the bed tax, the hotel/motel sales tax, the sales tax on miscellaneous retail and the sales tax on restaurants as a percentage change from the same period in the previous year.

Table 2 provides Bed Tax collections by hotel classification (Resort, Full Service and Limited Service) and a comparison with the same period last year and FY16/17 property pre-classification. As a percentage of 8,727 total hotel rooms in the City as of August 2017. Resort hotels represent 45%, Full Service hotels 21%, and Limited Service hotels 34%.

*Bed Tax Classification Table reflects only funds received from a specific month. It does not include late payments received.

Table 1
Tourism Indicators as reflected in Monthly City <u>Sales Tax Revenues</u>

FY17-18 (July 1, 2017 through June 30, 2018) -- Change from the same period last year

Month of	Period Share	16/17 Bed Tax	FY17/18 Bed	Room Rev.	Hotel/Motel	Misc. Retail	Restaurant
Business Activity	of Annual	Collections	Tax Collections	Tax Change	Tax Change	Sales Tax	Tax Change
¹ June	4.6%	\$860,598	\$1,176,941	37.0%	73.0%	-15.0%	0.0%
² July	4.0%	\$739,002	\$902,085	22.0%	45.0%	56.0%	13.0%
³ August	3.9%	\$719,101	\$929,939	29.0%	57.0%	-6.0%	-9.0%
⁴ September	6.4%	\$1,196,588	\$999,185	-16.0%	-11.0%	10.0%	18.0%
⁵ October	8.4%	\$1,557,281	\$1,436,557	-8.0%	1.0%	0.0%	-16.0%
⁶ November	8.4%	\$1,572,604	\$1,530,091	-3.0%	10.0%	-6.0%	2.0%
⁷ December	6.3%	\$1,173,835	\$850,806	-28.0%	-80.0%	2.0%	5.0%
⁸ January	6.0%	\$1,115,043	\$2,098,049	88.0%	53.0%	89.0%	72.0%
February	13.0%	\$2,417,432	\$2,310,012	-4.0%	5.0%	9.0%	8.0%
March	13.2%	\$2,458,315					
April	16.4%	\$3,054,168					
May	9.5%	\$1,761,758					
Year to date	100.0%	\$18,625,725	\$12,233,665	8.0%	12.0%	12.0%	8.0%

¹Some hotels hadnt yet filed for June. The data above shows payments from the prior month that were received in July

²There were five weeks of payments included in this month, which is why the increases are so high.

³There are some delinquent taxpayers in the hotel classification. However, the figures don't reflect that due to a taxpayer paying Scottsdale instead of the correct jurisdiction. There will be a correction to the taxes in a future period.

⁴There have been some late received payments. There are also some delinquent tax returns for a couple hotels.

⁵There are a few late filing hotels this month

⁶There are some late payments for the hotel/motel classification. Additionally, the hotel that reported to us in error has not corrected their tax returns yet.

⁷The hotel that paid us in error was corrected this month, which caused the significant decreases.

⁸The large increases are due to ADOR taking over collections a year ago which changed the timing of payments from daily to weekly.

MONTHLY BED TAX COLLECTION REPORT BY HOTEL CLASSIFICATION - FY 17/18

Prepared by the City of Scottsdale Tourism Events Department April 17, 2018 (Preliminary)

Item 9b

Table 2

FY17-18 (July 1, 2017 through June 30, 2018) -- Change from the same period last year

			Full-Service		Limited-	
Month of Business	Resort Hotels	% Change	Hotels	% Change	Service Hotels	% Change
Activity	3,917 Rooms	from FY16/17	1,854 Rooms	from FY16/17	2,956 Rooms	from FY16/17
June	\$460,575	-15.0%	\$107,376	-9.2%	\$165,537	-11.3%
July	\$462,458	-0.7%	\$73,531	-19.3%	\$113,834	-27.8%
August	\$445,724	1.1%	\$76,082	-24.8%	\$136,287	-15.1%
September	\$629,502	-17.8%	\$95,857	-38.7%	\$168,733	-25.6%
October	\$849,525	-16.2%	\$166,910	-22.0%	\$275,386	-11.5%
November	\$833,001	-14.9%	\$170,236	-13.4%	\$272,258	-12.8%
December	\$685,971	-13.1%	\$113,571	-29.0%	\$231,446	-0.9%
January	\$1,168,486	7.6%	\$261,238	12.4%	\$383,413	2.1%
February	\$1,355,309	-4.8%	\$357,989	11.3%	\$546,664	11.6%
March						
April						
May						
Year to date	\$6,890,551	-6.2%	\$1,422,790	13.1%	\$2,293,558	-3.6%
	64.96%		13.41%		21.62%	

Table 2 report does not include late payment or adjustments

Please note that all of the Taxpayers that make up this report have been reviewed for proper classification and adjustments were made when necessary.

City of Scottsdale Tourism Development Fund

as of March 31, 2018

	FY 2017/18	FY 2017/18	FY 2018/19	FY 2019/20	FY 2020/21	FY 2021/22
REVENUE	Adopted	Estimates	Estimates	Estimates	Estimates	Estimates
Bed Tax	19,441,159	19,441,159	20,063,300	20,665,200	21,285,100	21,923,700
Princess Lease	1,667,227	1,667,227	1,708,900	1,743,100	1,760,500	1,778,100
Event Notification and Survey Program Miscellaneous	13,500 7,000	13,500 7,000	13,500 7,000	13,500 7,000	13,500 7,000	13,500 7,000
TOURISM REVENUES	21,128,886	21,128,886	21,792,700	22,428,800	23,066,100	23,722,300
EXPENSES Destination Marketing (50% of bed tax revenue)	(0.720.590)	(9,720,580)	(10,031,600)	(10,332,600)	(10,642,500)	(10,961,800)
General Fund Allocation	(9,720,580) (1,500,000)	(1,500,000)	(1,500,000)	(1,500,000)	(1,500,000)	(1,500,000)
Event Retention and Development	, , ,	, , ,	, , ,	, , ,	, , ,	,
Uncommitted	(816,714)	(116,457)	(214,991)	(353,267)	(608,773)	(601,500)
Multi Year Event Funding Agreements		(70.400)	(70.400)	(70,400)	(70.400)	(70,400)
Parada del Sol Parade (Council approved 07/05/17) Year 1 of a 5 year agreement Fiesta Bowl (20 yr agreement since 2006) Year 12 of 20 year agreement	(161,643)	(79,400) (161,643)	(79,400) (168,109)	(79,400) (174,833)	(79,400) (181,827)	(79,400) (189,100)
Scottsdale International Film Festival (Council approved 07/05/17) Year 1 of a 3 year agreement		(37,500)	(37,500)	(37,500)	` - ′	` - ′
NCHA Cutting Horse Event (Council approved 03/07/17) Year 2 of a 2 year agreement The Scottsdale Gallery Association (council approved 08/29/17) Year 1 of a 3 year agreement	(30,000)	(30,000) (75,000)	(75,000)	(75,000)	-	-
Parada del Sol Rodeo (Council approved 11/28/17) Year 1 of 3 year agreement	-	(75,000)	(75,000)	(75,000)	-	-
Scottsdale Culinary Event (Council approval 01/08/18) Year 1 of 3 year agreement	- (404.040)	(75,000)	(75,000)	(75,000)	- (004 007)	(000 500)
Total Multi Year Event Funding Agreements	(191,643)	(533,543)	(510,009)	(516,733)	(261,227)	(268,500)
One Year Event Funding Agreements Off Road Expo (Council approved 07/06/16, approved additional year one year 10/17/17)	_	(75,000)	_	_	_	_
Grand Prix Event (Council approved one year 10/25/16, approved additional one year 08/29/17)	- -	(75,000)	-	-	-	-
International Off Road Expo (Council approved 11/13/17)	-	(70,000)	-	-	-	-
Fahrenheit Festival (pending Council approval 03/20/18) Cinco de Mario (pending Council approval 03/20/18)	-	-	(75,000) (70,000)	-	-	-
Total One Year Event Funding Agreements	-	(220,000)	(145,000)	-	-	-
Event Programs						
Matching Event Advertising Funding Program	-	(110,000)	(110,000)	(110,000)	(110,000)	(110,000)
Event Venue Fee Program Community Events Program	-	(20,000) (200,000)	(20,000) (200,000)	(20,000) (200,000)	(20,000) (200.000)	(20,000) (200,000)
Total Event Programs	-	(330,000)	(330,000)	(330,000)	(330,000)	(330,000)
Total Events	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)
Administrative/Other Professional Services Administrative Expenses	(274,641)	(271,635)	(277,541)	(277,441)	(277,241)	(277,141)
Tourism Research	(90,000)	(90,000)	(90,000)	(90,000)	(90,000)	(90,000)
5-yr Tourism Strategic Plan Total Admin/Other	(132,359) (497,000)	(132,359) (493,994)	(132,359) (499,900)	(132,359) (499,800)	(132,359) (499,600)	(132,359) (499,500)
One-time Commitments:	(497,000)	(493,994)	(499,900)	(499,000)	(499,000)	(499,500)
One-time commitments - uncommitted	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
Total One-time Commitments Multi-year Commitments for Capital Projects	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)	(500,000)
WestWorld debt service (80-acres started FY 2006/07, ends FY 2034/35)	(600,000)	(600,000)	(600,000)	(600,000)	(600,000)	(600,000)
TNEC Equestrian Center debt service (started FY 2012/13, ends FY 2032/33)	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)	(1,200,000)
Museum of the West debt service (started FY 2014/15, ends FY 2033/34) TPC renovations debt service (started FY 2014/15, ends FY 2033/34)	(891,763) (900,000)	(891,763) (900,000)	(893,000) (900,000)	(889,200) (900,000)	(889,500) (900,000)	(893,900) (900,000)
Total Capital Projects	(3,591,763)	(3,591,763)	(3,593,000)	(3,589,200)	(3,589,500)	(3,593,900)
TOTAL EXPENSES	(17,009,343)	(17,006,337)	(17,324,500)	(17,621,600)	(17,931,600)	(18,255,200)
CARRYOVER						(1, 11, 11,
Beginning Balance Current year fund balance - available for capital projects (up to \$600,000 per project)	12,671,579 4,119,543	12,849,838 4,122,549	6,971,459 4,468,200	10,694,832 4,807,200	14,757,205 5,134,500	19,146,878 5,467,100
TOTAL CARRYOVER FUNDS	16,791,122	16,972,387	11,439,659	15,502,032	19,891,705	24,613,978
Carryover Uses						
Trolley Expenses Event Notification and Survey Program, Banner Program	(300,327) (20,173)	(300,327) (13,500)	(300,327) (13,500)	(300,327) (13,500)	(300,327) (13,500)	(300,327) (13,500)
Strategic Plan carryover	(331,000)	(331,000)	(331,000)	(331,000)	(331,000)	(331,000)
Tourism Strategic Plan - years 4 and 5	(250,000)	(366,247)	-	-	-	-
Museum of the West 5-yr donation match (up to \$400k/year thru FY17/18) Promotion of downtown	(400,000) (300,000)	(400,000) (300,000)	-	-	-	-
Electrical outlets downtown	(520,354)	(520,354)	-	-	-	<u>-</u>
WestWorld marketing fee - transfer out to General Fund Canal Convergence (Council approved 06/27/17 - pending Council approval 04/10/18 \$240K)	(100,000)	(100,000) (890,000)	(100,000)	(100,000)	(100,000)	(100,000)
Thunderbird memorial - Airport (Council approved 1/24/17)	-	(412,500)	-	-	-	-
WestWorld improvements (parking Lot G and relocate electrical in lot H) (Council approved 10/17/17)	-	(490,000)	-	-	-	-
WestWorld portable RV Pedestals (Council approved 10/17/17) Museum of the West Education Program (Council approved 10/17/17)	-	(377,000) (500,000)	-	-	-	-
Scottsdale Stadium Design Build Project (Council approved 03/20/18)	-	(5,000,000)	-	-	-	•
TOTAL CARRYOVER USES	(2,221,854)	(10,000,928)	(744,827)	(744,827)	(744,827)	(744,827)
ENDING BALANCE	14,569,268	6,971,459	10,694,832	14,757,205	19,146,878	23,869,151

Date Created: Mar 16, 2018

City of Scottsdale, AZ

For the Month of February 2018





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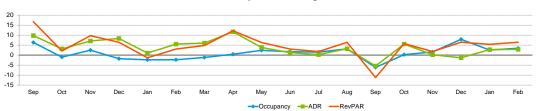
519,891,747 536,384,651 562,163,030

4.8

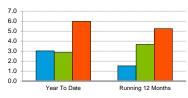
3.2

City of Scottsdale, AZ For the Month of February 2018

Monthly Percent Change



Overall Percent Change



58,500,458 72,844,281

2018 Feb

7.8

12282

98.7

6.8

12282

98.7

6.0

12069

98.7

133,377,804 126,661,912 131,344,739

3.7

-5.0

Occupancy	ADR	■ RevPAR

Occupancy (%)		2	016							20	017						20	018		Year To Date		Rui	nning 12 Months	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	62.1	70.1	70.5	56.0	69.3	83.1	88.6	79.3	69.7	60.6	53.3	55.9	58.3	70.2	71.7	60.4	71.0	86.0	77.6	75.8	78.1	67.8	67.7	68.7
Last Year	58.4	70.8	68.8	57.0	70.9	85.1	89.7	79.0	68.0	59.6	52.5	54.2	62.1	70.1	70.5	56.0	69.3	83.1	77.5	77.6	75.8	67.1	67.8	67.7
Percent Change	6.3	-1.0	2.5	-1.8	-2.3	-2.3	-1.1	0.4	2.4	1.7	1.5	3.1	-6.1	0.2	1.6	7.9	2.5	3.5	0.2	-2.3	3.0	1.0	-0.2	1.5
ADR			016							20	017						20	018		Year To Date			nning 12 Months	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	160.09	190.75	193.47	173.99	224.80	258.04	287.59	237.93	173.09	121.80	110.71	109.59	151.40	201.33	193.86	171.67	231.06	265.46	233.99	242.10	249.03	183.15	189.73	196.69
Last Year	145.85	184.98	180.69	160.58	222.51	244.59	271.16	213.01	166.74	120.26	110.42	106.20	160.09	190.75	193.47	173.99	224.80	258.04	244.65	233.99	242.10	177.62	183.15	189.73
Percent Change	9.8	3.1	7.1	8.4	1.0	5.5	6.1	11.7	3.8	1.3	0.3	3.2	-5.4	5.5	0.2	-1.3	2.8	2.9	-4.4	3.5	2.9	3.1	3.6	3.7
					_																			
RevPAR			016								017							018		Year To Date			nning 12 Months	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	99.40	133.65	136.45	97.36	155.69	214.40	254.90	188.72	120.56	73.86	59.03	61.21	88.24	141.39	138.91	103.66	164.09	228.24	181.63	183.57	194.53	124.17	128.40	135.14
Last Year		130.93	124.35	91.48	157.77	208.04	243.13	168.21	113.41	71.68	57.99	57.51	99.40	133.65	136.45	97.36	155.69	214.40	189.49	181.63	183.57	119.25	124.17	128.40
Percent Change	16.7	2.1	9.7	6.4	-1.3	3.1	4.8	12.2	6.3	3.0	1.8	6.4	-11.2	5.8	1.8	6.5	5.4	6.5	-4.2	1.1	6.0	4.1	3.4	5.3
					1																			
Supply	_		016	_							017		_			_		018		Year To Date			nning 12 Months	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	357,330	369,458	357,540	375,689	375,751	339,752	376,154	364,020	369,489	357,570	369,489	369,489	357,570	374,139	362,070	374,139	380,742	343,896	697,380	715,503	724,638	4,319,875	4,378,284	4,398,767
Last Year	357,720	369,644	354,600	366,420	366,420	330,960	366,420	358,380	373,581	361,530	373,612	369,241	357,330	369,458	357,540	375,689	375,751	339,752	703,870	697,380	715,503	4,359,800	4,319,875	4,378,284
Percent Change	-0.1	-0.1	0.8	2.5	2.5	2.7	2.7	1.6	-1.1	-1.1	-1.1	0.1	0.1	1.3	1.3	-0.4	1.3	1.2	-0.9	2.6	1.3	-0.9	1.4	0.5
D		2	016							21	017						20	018		Year To Date		Rui	nning 12 Months	
Demand	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	221,864	258,867	252,173	210,222	260,228	282,297	333,401	288,731	257,353	216,826	196,993	206,380	208,403	262,756	259,430	225,914	270,385	295,680	541.317	542,525	566,065	2,928,614	2,962,968	3,022,252
Last Year	208,889	261,628	244,048	208,736	259,812	281,505	328,551	282,993	254,093	215,499	196,226	199,955	221,864	258,867	252,173	210,222	260,228	282,297	545,177	541,317	542,525	2,927,008	2,928,614	2,962,968
Percent Change	6.2	-1.1	3.3	0.7	0.2	0.3	1.5	2.0	1.3	0.6	0.4	3.2	-6.1	1.5	2.9	7.5	3.9	4.7	-0.7	0.2	4.3	0.1	1.2	2.0
. Groent Onlange	3.2	1.1	3.3	0.1	3.2	3.3		2.0		5.0	3.4	U.E.	U.1		2.0	7.0	5.5	7.7	-0.7	0.2		0.1	1.2	2.0
																		018						
Revenue		2	016							20	017						20	718		Year To Date		Rui	nning 12 Months	S
Revenue	Sep	Oct 2	016 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	Year To Date 2017	2018	2016	nning 12 Months 2017	s 2018
Revenue This Year				Dec 36,577,280	Jan 58,500,458	Feb 72,844,281	Mar 95,882,396	Apr 68,696,833	May 44,545,188		Jul 21,809,196	Aug 22,617,571	Sep 31,552,816	Oct 52,900,101	Nov 50,294,194	Dec 38,782,920			2016 126,661,912		2018 140,966,433			

6.5

11919

100.0

-11.2

11919

99.8

12069

99.8

12069

100.0

Census Rooms % Rooms Participants 100.0 A blank row indicates insufficient data.

Census Props

Percent Change

16.6

11911

2.0

100.0

10.6

100.0

11918 11918

9.1

12119

100.0

1.2

12121

100.0

5.8

12134

99.8

7.6

12134

99.8

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1.9

57 11919

100.0

0.7

11919

100.0

Last Year 30,465,854 48,396,623 44,096,020 33,518,501 57,809,773 68,852,139 89,089,230 60,281,585 42,367,542 25,914,959 21,667,211 21,235,488 35,518,922 49,379,070 48,787,004 36,577,280

5.1

11919

99.8

14.0

12134

Tab 3 - Response Scottsdale AZ+

City of Scottsdale, AZ

For the Month of February 2018

								201	6							2017	'						2	2018						
TR Code	Name of Establishment	City & State	Zip Code		Open Date	Rooms	Chg in Rms	J	F	ЛА	мЈ	J	A S	0 1	N D	J	- м	АМ	J,	JA	s	o N	D	J F	МА	м	JJ	A S	s o	N
	nbound Collection Royal Palms Resort & Spa	Phoenix, AZ	85018	Jul 2016	Jun 1948	119	Υ	•	• •	•	•	•	•	• •	•	• •	•	•	•	•	•	•	•	•						
	ard Scottsdale Salt River Tree Paradise Valley Resort Scottsdale	Scottsdale, AZ Scottsdale, AZ	85250 85250	Apr 2012 Jul 1995	Apr 2012 Jun 1984	158 378		•	•	•	•	•	•	•	•	• •	•	•	•	•	•	•	•	•						
	sy Suites Scottsdale Resort	Scottsdale, AZ	85250	Jul 1995 Jul 2016	Nov 1980	312	Υ	•	•						•	•		•	•	•	•		•						-	
	Scottsdale Resort & Villas	Scottsdale, AZ	85250	Jan 2000	Jan 1973	235	· ·																							
40 Hotel		Scottsdale, AZ	85250	Jan 2018	Dec 1970	213	Y												•	•	• '	•								
32665 aloft S		Scottsdale, AZ	85251	Apr 2016	Jan 1996	126	· V		•																					
	Vestern Plus Sundial	Scottsdale, AZ	85251	Jul 2011	Mar 2009	54																								
	rt Suites Old Town Scottsdale	Scottsdale, AZ	85251	Jan 1996	Jan 1996	60																								
	ard Scottsdale Old Town	Scottsdale, AZ	85251	May 1999	May 1999	180																								
		Scottsdale, AZ	85251	Jan 2013	Aug 1995	121																								
	Garden Inn Scottsdale Old Town	Scottsdale, AZ	85251	Aug 1999	Aug 1999	199																								
	y Inn Express & Suites Scottsdale Old Town	Scottsdale, AZ	85251	Jan 2003	Feb 1998	169	Υ																							
7555 Hotel \		Scottsdale, AZ	85251	Dec 2005	Jun 1953	240	Ý																							
8073 Howar	d Johnson Scottsdale Old Town	Scottsdale, AZ	85251	Mar 2012	Jun 1966	65	Υ													•										
36698 Hyatt H	House Scottsdale Old Town	Scottsdale, AZ	85251	Jan 2012	Oct 1998	164		•					•							•			•	•					\Box	
	Place Scottsdale Old Town	Scottsdale, AZ	85251	Sep 2006	Dec 1998	126	Υ	•												•				•						
26577 Luxury	Collection The Phoenician	Scottsdale, AZ	85251	Jun 1994	Oct 1988	645	Υ	•		•										•	•		•	•					\Box	
12031 Marrio	tt Scottsdale Suites Old Town	Scottsdale, AZ	85251	May 1988	May 1988	243		•					•					•		•		•		•						
6251 Motel 6	6 Scottsdale	Scottsdale, AZ	85251	May 1967	May 1967	122		•		•										•	•		•	•					\Box	
20969 Rodew	yay Inn Old Town Scottsdale	Scottsdale, AZ	85251	Nov 2015	Jun 1979	21	Υ	•					•		0	0	0)	0 0	0		0	0 0	0						
	aguaro Scottsdale	Scottsdale, AZ	85251	Apr 2016	Jun 1975	194	Υ	•	• •	•	•	• •	•	• •	•	• •	•	•		•	•	•	• •	•					\Box	
11348 The So	cott Resort & Spa	Scottsdale, AZ	85251	Apr 2016	Jun 1961	204		•		•	•		•		•		•	•		•	•	•	•	•						
57164 W Hot	el Scottsdale	Scottsdale, AZ	85251	Sep 2008	Sep 2008	230	Υ	•	• •	•	•	• •	•	• •	•	• •	•	•		•	•	•	•	•						
64656 Andaz	Scottsdale Resort & Spa	Scottsdale, AZ	85253	Dec 2016	Dec 2016	201									0			•		•	•	•	•	•						
31031 Hampt	on Inn & Suites Phoenix Scottsdale Shea Boulevard	Scottsdale, AZ	85253	Oct 2017	Jan 1995	150	Υ	•	• •	•												•	•	•						
	wood Suites Phoenix Scottsdale	Scottsdale, AZ	85253	Aug 1997	Aug 1997	114		•		•	•		•		•		•	•		•	•	•	•	•						
	arriott Camelback Inn Scottsdale Resort & Spa	Scottsdale, AZ	85253	Sep 1967	Jun 1936	453		•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•						
	Scottsdale Resort & Spa @ Montelucia	Scottsdale, AZ	85253	Jan 2014	Nov 2008	293		•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•						
	ence Inn Scottsdale Paradise Valley	Scottsdale, AZ	85253	Jan 1991	Jan 1991	122		•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	• •	•						
	uary On Camelback Mountain	Paradise Valley, AZ	85253	Mar 2001	Jun 1970	109	Υ	•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•						
11337 The He		Paradise Valley, AZ	85253	Nov 2009	Jun 1930	43	Υ	•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	• •	•		ш			ш	
	cCormick Scottsdale	Scottsdale, AZ	85253	Apr 2001	Jun 1975	125	Υ	•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•						
	cottsdale Plaza Resort	Scottsdale, AZ	85253	Mar 1990	Jun 1972	404		•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	• •	•		\perp		\perp	\perp	
	led Stay America Phoenix Scottsdale	Scottsdale, AZ	85254	Feb 2013	Sep 1997	106		•	• •	•	•	• •	•	• •	•	• •	•	•	•	•	•	•	•	•						
	ded Stay America Phoenix Scottsdale North	Scottsdale, AZ	85254	Jun 1997	Jun 1997	120		•	• •	•	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•	•				\perp	╜	
	Kierland Resort & Spa	Scottsdale, AZ	85254	Nov 2002	Nov 2002	732		•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•					4	
	ont Scottsdale Princess	Scottsdale, AZ	85255	Oct 1999	Jan 1988	750	Υ	•	• •	• •	•	• •	•	• •	•	• •	•	•	• •	•	• (•	•	•			_		\perp	
	Garden Inn Scottsdale North Perimeter Center	Scottsdale, AZ	85255	Mar 2005	Mar 2005	122		•	•	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•					4	
	ence Inn Scottsdale North on Inn Suites Scottsdale Riverwalk	Scottsdale, AZ Scottsdale, AZ	85255 85256	Dec 2002 Feb 2012	Dec 2002 Feb 2012	120 101		•	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	• (•	•	•						
56696 Talking		Scottsdale, AZ	85256	Apr 2010	Apr 2010	496	Y	•	•		•	•	•	•	•	•		•	•	•	•	•	•							
	g Stick Resort ison Hotel Papago Inn	Scottsdale, AZ	85256	Sep 2014	Jun 1964	496 58	Y	•	•	•	•	•	•	•	•	•		•	•	•	• •	•	•	•						
	nn & Suites Scottsdale North	Scottsdale, AZ	85258	Dec 2012	Jun 1964 Jun 1984	100	V	•	•		•	•	•	•	•	•		•	•	•	•	•	•							
	ation Hotels The Scottsdale Resort @ McCormick R		85258	Sep 2015	Jun 1984 Jun 1976	326	Y	•	•			•							•	•	•		•			_	_			
37574 Gaine		Scottsdale, AZ	85258	Jan 1999	Jan 1976 Jan 1999	162	ĭ	•	•						•	•		•	•	•	•		•						-	
	y Inn Express Scottsdale North	Scottsdale, AZ	85258	Jan 1999 Jan 2011	Jan 1999 Jan 1996	122	V		•											•	•									
	Regency @ Gainey Ranch	Scottsdale, AZ	85258	Dec 1986	Dec 1986	493	Ÿ																							
	ard Scottsdale @ Mayo Clinic	Scottsdale, AZ	85259	Jan 1989	Jan 1989	124																								
	/estern Plus Scottsdale Thunderbird Suites	Scottsdale, AZ	85260	Jan 2014	Jun 1985	120																								
	y Inn Scottsdale North Airpark	Scottsdale, AZ	85260	Dec 2014	Dec 2004	117																								
	inta Inns & Suites Phoenix Scottsdale	Scottsdale, AZ	85260	Dec 1996	Dec 1996	140																								
	tt Scottsdale @ McDowell Mountain	Scottsdale, AZ	85260	May 1999	May 1999	266	Υ																							
	dale Suites On Shea	Scottsdale, AZ	85260	Jan 2018	Dec 1995	162																								
	Place Suites Scottsdale	Scottsdale, AZ	85260	Feb 2000	Feb 2000	130	Υ																							
	Collection Boulders Resort & Spa	Scottsdale, AZ	85262	Apr 2015	Jun 1985	160																								
	leasons Resort Scottsdale @ Troon North	Scottsdale, AZ	85262	Dec 1999	Dec 1999	210																								
	pa Resort & Conference Center	Fort McDowell, AZ	85264	Oct 2014	Dec 1995	246		0	0 0	0	0	0 0	0	0 0	0	0 0	0	0	0 0	0	0	0	0	0						
	ee Resort & Conference Center	Carefree, AZ	85377	Sep 1996		207	Υ																							
Loo Joureni		,	Total Prope		59			0	- Mo	nthly c	lata re	eceiv	ed by	STR					-	_	-	_		_						
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										No dat					- a by	2111														
																	a roon													

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Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

City of Scottsdale, AZ
For the Month of February 2018

							This	Year										Per	cent Ch	ange (%	%)				
			Occupai	ncy (%)			AD	R			Revi	PAR			Occupa	ncy (%)			ADR	(%)			RevPA	R (%)	
Curre		Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total
2016	Sep	34.6	28.2	0.0	62.9	185.95	200.19	86.04	192.28	64.35	56.48	0.03	120.86	-4.7	20.9	14.9	5.3	11.2	9.7	-7.6	11.1	6.1	32.7	6.1	17.0
	Oct	34.5	35.0	0.0	69.6	228.42	232.80	71.02	230.57	78.89	81.47	0.02	160.38	-3.5	-1.2	-19.9	-2.4	8.1	-2.2	-6.3	2.7	4.3	-3.4	-24.9	0.2
	Nov	39.0	33.0	0.1	72.1	231.94	228.31	87.74	230.07	90.47	75.24	0.09	165.80	1.2	3.0	57.4	2.1	7.4	3.6	4.4	5.6	8.7	6.7	64.4	7.8
	Dec	40.8	16.8	0.2	57.7	219.35	184.73	79.03	208.86	89.40	30.95	0.14	120.49	3.2	-8.5	3.1	-0.5	9.8	0.4	-9.0	7.4	13.3	-8.1	-6.2	6.9
2017	Jan	29.6	40.9	0.5	71.1	264.67	259.30	82.48	260.26	78.46	106.07	0.42	184.96	-9.9	4.3	1384.2	-1.5	-3.9	2.5	0.0	-1.1	-13.5	6.9	0.0	-2.6
	Feb	41.3	43.1	0.6	84.9	315.65	300.33	89.43	306.41	130.30	129.41	0.49	260.21	5.1	-8.5	1573.1	-1.7	3.8	6.0	5.6	4.7	9.1	-3.1	1667.1	2.8
	Mar	54.1	35.0	0.8	89.9	362.93	315.39	85.51	342.03	196.42	110.24	0.67	307.33	-6.9	10.1	87.8	-0.4	6.3	7.1	-56.1	5.5	-0.9	17.9	-17.6	5.0
	Apr	44.8	35.4	0.6	80.7	294.96	281.94	92.43	287.85	132.13	99.79	0.52	232.43	10.4	-9.8	899.0	1.1	12.8	8.8	37.1	10.6	24.6	-1.9	1269.9	11.8
	May	37.0	31.3	0.5	68.8	203.33	213.69	86.17	207.21	75.28	66.79	0.42	142.49	-8.0	8.1	845.6	-0.6	5.2	1.5	17.8	3.4	-3.2	9.8	1013.8	2.7
	Jun	39.9	19.8	0.4	60.2	142.01	135.47	84.95	139.44	56.73	26.82	0.37	83.92	1.3	-11.9	604.5	-2.9	2.2	-1.5	7.1	0.8	3.5	-13.2	654.8	-2.1
	Jul	39.7	12.6	0.5	52.8	130.82	113.18	91.12	126.26	51.94	14.26	0.42	66.63	1.2	-18.9	1260.1	-3.8	-0.7	-2.2	15.4	-0.7	0.5	-20.7	1469.5	-4.4
	Aug	40.0	16.5	0.5	56.9	128.36	114.97	88.02	124.15	51.31	18.96	0.40	70.67	-1.1	10.4	1180.3	2.8	2.9	7.2	4.5	3.5	1.8	18.3	1238.1	6.4
	Sep	37.2	18.7	0.3	56.3	171.45	186.14	84.08	175.86	63.82	34.90	0.26	98.98	7.6	-33.5	663.8	-10.5	-7.8	-7.0	-2.3	-8.5	-0.8	-38.2	646.4	-18.1
	Oct	35.1	34.8	0.4	70.3	233.31	248.21	86.94	239.77	81.81	86.26	0.38	168.45	1.5	-0.7	1635.1	1.0	2.1	6.6	22.4	4.0	3.7	5.9	2024.1	5.0
	Nov	43.1	28.7	0.5	72.3	225.17	235.10	88.36	228.14	96.95	67.45	0.45	164.85	10.4	-12.9	396.6	0.3	-2.9	3.0	0.7	-0.8	7.2	-10.3	400.1	-0.6
	Dec	44.8	16.3	0.6	61.7	215.66	173.67	89.37	203.38	96.64	28.24	0.53	125.41	9.9	-2.9	229.5	6.9	-1.7	-6.0	13.1	-2.6	8.1	-8.8	272.6	4.1
2018	Jan	33.4	38.6	1.0	73.0	273.95	265.67	75.60	266.89	91.59	102.55	0.75	194.88	12.8	-5.6	91.4	2.7	3.5	2.5	-8.3	2.6	16.7	-3.3	75.5	5.4
	Feb	44.2	42.0	1.0	87.2	321.07	302.41	77.10	309.18	141.91	127.02	0.80	269.74	7.1	-2.5	88.4	2.7	1.7	0.7	-13.8	0.9	8.9	-1.8	62.5	3.7
Year T	o Date)																Per	cent Ch	ange (º	%)				
2016	Feb	35.9	43.0	0.0	78.9	290.30	268.88	39.11	278.54	104.33	115.49	0.01	219.84	2.4	-3.1	-23.8	-0.7	1.3	-7.1	-61.6	-3.3	3.7	-10.0	-70.7	-4.0
2017	Feb	35.2	41.9	0.5	77.6	293.09	279.32	85.90	284.23	103.09	117.16	0.46	220.70	-2.1	-2.4	1471.5	-1.6	1.0	3.9	119.7	2.0	-1.2	1.4	3351.9	0.4
2018	Feb	38.5	40.2	1.0	79.8	299.60	283.88	76.33	288.84	115.47	114.16	0.77	230.41	9.6	-4.1	89.9	2.7	2.2	1.6	-11.1	1.6	12.0	-2.6	68.8	4.4

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40.7

39.8

41.1

29.3

29.0

27.4

0.1

0.2

0.6

70.1

68.9

214.33 221.82

69.0 229.77 237.02

223.00 227.95 105.92 224.79

80.69 217.35

84.61 231.41

87.15

88.69

94.40

65.09

66.10

64.85

Running 12 Month

2016 Feb

2017 Feb

2018 Feb

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0.05 152.29

0.18 154.97

0.50 159.75

2.2

-2.2

3.3

-0.1

-5.6

-12.5

244.9

-1.2 178.1

1.2

-1.6

0.1

5.2

4.0

3.0

Percent Change (%)

-30.9

31.3

-20.1

3.5

3.4

2.9

7.5

1.8

6.4

1.4

1.5

-1.9

-39.5

265.0

175.5

4.8

1.8

3.1

1.5

2.8

For the Month of February 2018

						This Yea	r								Last Yea	ır			
		Supply		Dema	nd			Rever	nue		Supply		Dema	nd			Reven	ue	
Curr		Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total
2016	Sep	207,810	71,921	58,624	84	130,629	13,373,607	11,736,105	7,227	25,116,939	204,600	74,276	47,743	72	122,091	12,415,851	8,709,612	6,706	21,132,169
	Oct	214,737	74,161	75,152	54	149,367	16,940,150	17,495,188	3,835	34,439,173	211,420	75,671	74,864	66	150,601	15,991,010	17,828,937	5,028	33,824,975
	Nov	207,810	81,058	68,480	215	149,753	18,800,338	15,634,742	18,864	34,453,944	200,850	77,436	64,255	132	141,823	16,720,982	14,166,197	11,089	30,898,268
	Dec	214,737	87,518	35,981	384	123,883	19,197,402	6,646,847	30,346	25,874,595	207,545	81,980	37,988	360	120,328	16,371,205	6,987,340	31,258	23,389,803
2017	Jan	214,799	63,676	87,868	1,106	152,650	16,853,232	22,783,839	91,223	39,728,294	207,545	68,308	81,363	72	149,743	18,815,108	20,591,035	0	39,406,143
	Feb	194,376	80,242	83,753	1,072	165,067	25,328,151	25,153,775	95,866	50,577,792	187,460	73,658	88,302	62	162,022	22,397,590	25,028,671	5,232	47,431,493
	Mar	215,202	116,470	75,219	1,675	193,364	42,270,406	23,723,509	143,222	66,137,137	207,545	120,590	65,863	860	187,313	41,153,237	19,401,039	167,611	60,721,887
	Apr	208,260	93,291	73,712	1,162	168,165	27,516,832	20,782,362	107,400	48,406,594	204,630	83,024	80,329	114	163,467	21,701,873	20,820,473	7,703	42,530,049
	May	215,202	79,681	67,260	1,052	147,993	16,201,343	14,372,998	90,646	30,664,987	214,706	86,431	62,067	111	148,609	16,706,477	13,063,788	8,120	29,778,385
	Jun	208,260	83,197	41,229	918	125,344	11,814,625	5,585,159	77,987	17,477,771	207,780	81,938	46,667	130	128,735	11,385,132	6,418,098	10,309	17,813,539
	Jul	215,202	85,446	27,124	995	113,565	11,178,372	3,069,766	90,664	14,338,802	214,737	84,277	33,391	73	117,741	11,098,965	3,863,519	5,764	14,968,248
	Aug	215,202	86,019	35,483	988	122,490	11,041,182	4,079,351	86,962	15,207,495	214,737	86,769	32,069	77	118,915	10,821,386	3,439,579	6,485	14,267,450
	Sep	208,260	77,524	39,045	643	117,212	13,291,550	7,267,794	54,061	20,613,405	207,810	71,921	58,624	84	130,629	13,373,607	11,736,105	7,227	25,116,939
	Oct	215,202	75,455	74,793	939	151,187	17,604,646	18,564,168	81,636	36,250,450	214,737	74,161	75,152	54	149,367	16,940,150	17,495,188	3,835	34,439,173
	Nov	208,260	89,667	59,751	1,070	150,488	20,189,945	14,047,443	94,550	34,331,938	207,810	81,058	68,480	215	149,753	18,800,338	15,634,742	18,864	34,453,944
	Dec	215,202	96,432	34,997	1,268	132,697	20,796,638	6,077,758	113,318	26,987,714	214,737	87,518	35,981	384	123,883	19,197,402	6,646,847	30,346	25,874,595
2018	Jan	215,202	71,946	83,070	2,121	157,137	19,709,862	22,068,858	160,358	41,939,078	214,799	63,676	87,868	1,106	152,650	16,853,232	22,783,839	91,223	39,728,294
	Feb	194,376	85,914	81,645	2,020	169,579	27,584,309	24,690,436	155,739	52,430,484	194,376	80,242	83,753	1,072	165,067	25,328,151	25,153,775	95,866	50,577,792
Year T	n Date	a .	_	_	_	_	_	_	_			_	_	_	_	_	_	_	
2016		395,005	141,966	169,665	134	311,765	41,212,698	45,619,706	5,232	86,837,636	402,557	141,354	178,410	179	319,943	40.517.975	51,658,840	18,217	92,195,032
2017	Feb	409,175	143,918	171,621	2,178	317,717	42,181,383	47,937,614	187,089	90,306,086	395,005	141,966	169,665	134	311,765	41,212,698	45,619,706	5,232	86,837,636
2018	Feb	409,578	157,860	164,715	4,141	326,716	47,294,171	46,759,294	316,097	94,369,562	409,175	143,918	171,621	2,178	317,717	42,181,383	47,937,614	187,089	90,306,086
Runni	ng 12	Month													1				
2016	Feb	2,454,395	997,980	720,216	1,500	1,719,696	213,894,585	159,760,540	121,053	373,776,178	2,495,745	992,649	733,098	1,743	1,727,490	202,330,406	160,214,818	203,524	362,748,747
2017	Feb	2,518,404	1,001,605	730,244	4,280	1,736,129	223,359,949	166,456,992	453,353	390,270,295	2,454,395	997,980	720,216	1,500	1,719,696	213,894,585	159,760,540	121,053	373,776,178
2018	Feb	2,533,830	1,041,042	693,328	14,851	1,749,221	239,199,708	164,329,604	1,256,543	404,785,855	2,518,404	1,001,605	730,244	4,280	1,736,129	223,359,949	166,456,992	453,353	390,270,295

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Tab 6 - Seg Response Scottsdale AZ+

City of Scottsdale, AZ

For the Month of February 2018

								201	6							2017								20	D18							
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	П	_Б м		м		AS	0 1	1 D	.1 6	м	<u></u>	/ .i	ı,	ΔS	0	N	J. I	F	м	Δ,	м	Л.		S	o N
	DoubleTree Paradise Valley Resort Scottsdale	Scottsdale, AZ	85250	Jul 1995	Jun 1984	378		ВЕ	3 B	BE	3 B	B F	3 B	B B	В	B B	B	B B	B	B	3 B	В	ВЕ	_	_		<u> </u>		-	1	Ť,	-
	Embassy Suites Scottsdale Resort	Scottsdale, AZ	85250	Jul 2016	Nov 1980	312	Υ	BE	3 B	BE	3 B	BE	B B	B B	В	BB	В	BB	В	B F	B B	В	BE		-							
	Hilton Scottsdale Resort & Villas	Scottsdale, AZ	85250		Jan 1973	235	Y	ВЕ	3 B	ВЕ	3 B	ВЕ	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	ВЕ	3 B	В							
	aloft Scottsdale	Scottsdale, AZ	85251	Apr 2016	Jan 1996	126	Υ			E	3 B	ВВ	3 B	ВВ	В	вв	В	вв	В	В	з В	В	ВЕ	в В	В			т	т	\Box		т
7555	Hotel Valley Ho	Scottsdale, AZ	85251	Dec 2005	Jun 1953	240	Υ	ВЕ	3 B	ВЕ	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	ВЕ	В	В							
36698	Hyatt House Scottsdale Old Town	Scottsdale, AZ	85251	Jan 2012	Oct 1998	164		ВЕ	3 B	ВЕ	3 B	ВЕ	3 B	ВВ	В	вв	В	вв	В	В	3 B	В	ВЕ	з В	В			Т	т	\Box		
	Hyatt Place Scottsdale Old Town	Scottsdale, AZ	85251	Sep 2006	Dec 1998	126	Υ	ВЕ	3 B	ВЕ	3 B	ВЕ	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	ВЕ	В	В							
26577	Luxury Collection The Phoenician	Scottsdale, AZ	85251	Jun 1994	Oct 1988	645	Υ	ВЕ	3 B	ВЕ	3 B	ВЕ	3 B	в в	В	ВВ	В	в в	В	В	з В	В	ВЕ	в В	В			\top		П	\Box	
12031	Marriott Scottsdale Suites Old Town	Scottsdale, AZ	85251	May 1988	May 1988	243		ВЕ	з В	ВЕ	3 B	ВЕ	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	ВЕ	В	В							
9113	The Saguaro Scottsdale	Scottsdale, AZ	85251	Apr 2016	Jun 1975	194	Υ	ВЕ	3 B	BE	3 B	BE	3 B	в в	В	ВВ	В	в в	В	В	3 B	В	BE	3 B	В					\Box		
11348	The Scott Resort & Spa	Scottsdale, AZ	85251	Apr 2016	Jun 1961	204		ВЕ	3 B	BE	3 B	S S	s	s s	s	s s	S	s s	s	s E	3 s	s	s s	s	S							
57164	W Hotel Scottsdale	Scottsdale, AZ	85251	Sep 2008	Sep 2008	230	Υ	ВЕ	3 B	BE	3 B	BE	3 B	в в	В	ВВ	В	в в	В	В	3 B	В	BE	3 B	В					\Box		
6769	JW Marriott Camelback Inn Scottsdale Resort & Spa	Scottsdale, AZ	85253	Sep 1967	Jun 1936	453		ВЕ	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	BE	В	В							
56000	Omni Scottsdale Resort & Spa @ Montelucia	Scottsdale, AZ	85253	Jan 2014	Nov 2008	293		BE	3 B	BE	3 B	BE	3 B	ВВ	В	в в	В	ВВ	В	BE	3 B	В	BE	3 B	В							
11349	Sanctuary On Camelback Mountain	Paradise Valley, AZ	85253	Mar 2001	Jun 1970	109	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	BE	3 B	В							
11337	The Hermosa Inn	Paradise Valley, AZ	85253	Nov 2009	Jun 1930	43	Υ	s s	s	s s	s	S S	B	ВВ	В	ВВ	В	в в	В	B	3 B	В	BE	3 B	В							
9105	The McCormick Scottsdale	Scottsdale, AZ	85253		Jun 1975	125	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	B	3 B	В	BE	3 B	В							
26312	Fairmont Scottsdale Princess	Scottsdale, AZ	85255	Oct 1999	Jan 1988	750	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	в в	В	B	3 B	В	BE	3 B	В							
	Springhill Suites Scottsdale North	Scottsdale, AZ	85255	Mar 1999	Feb 1998	121	Υ	s s	S	S S	s	S S	s	s s	s	s s	S	s s	s	S S	s	s	s s	s	S							
56696	Talking Stick Resort	Scottsdale, AZ	85256	Apr 2010	Apr 2010	496	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	в в	В	B	3 B	В	BE	3 B	В							
	Destination Hotels The Scottsdale Resort @ McCormick R		85258		Jun 1976	326	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	B	3 B	В	BE	3 B	В							
	Hyatt Regency @ Gainey Ranch	Scottsdale, AZ	85258		Dec 1986	493	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	BE	3 B	В	BE	3 B	В							
	Marriott Scottsdale @ McDowell Mountain	Scottsdale, AZ	85260	May 1999	May 1999	266	Υ	BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	B	3 B	В	BE	3 B	В							
	Curio Collection Boulders Resort & Spa	Scottsdale, AZ	85262		Jun 1985	160		BE	3 B	BE	3 B	BE	3 B	ВВ	В	ВВ	В	ВВ	В	В	3 B	В	BE	3 B	В							
36856	Four Seasons Resort Scottsdale @ Troon North	Scottsdale, AZ	85262	Dec 1999		210		S S	S	SS	S	S	S	s s	S	s s	S	s s		1 -	S	s	s s	s	S							
			Total Prope	erties:	25	6942		s -	Mon	itly Se	egme	ntatio	n (Tra	ansie	nt, Gr	oup,	Conti	act)	Only	, –												

s - Montly Segmentation (Transient, Group, Contract) Only

Blank - No data received by STR

A blank row indicates insufficient data.

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r - Monthly Additional Revenue Only
B - Both Segmentation and Additional Revenue

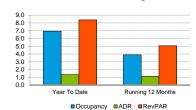
Currency: USD - US Dollar

City of Scottsdale, AZ For the Month of February 2018

Monthly Percent Change

20 15 10 5 -5 -10 -15 Nov Feb Mar Apr Jul Aug Oct Nov Dec Feb →Occupancy →ADR —RevPAR

Overall Percent Change



24,844,528 22,138,234 22,798,313

-10.9

9,756,176 13,042,137

2018

5.6

2555

100.0

12.1

2555

100.0

-0.5

2555

100.0

13.2

17 2555

100.0

95,169,558 98,065,218 99,862,568

1.8

3.0

Occupancy (%)		21	16							20	17						20	18		Year To Date		Ru	unning 12 Months	.s
Occupancy (78)	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	67.7	71.7	72.0	56.3	68.9	87.3	91.0	81.1	72.4	64.1	55.0	59.2	66.5	75.4	74.6	65.4	75.9	90.9	80.1	77.6	83.0	71.6	69.8	72.5
Last Year	66.3	79.1	75.7	63.2	73.9	87.0	91.9	76.4	70.0	63.2	55.7	58.8	67.7	71.7	72.0	56.3	68.9	87.3	80.6	80.1	77.6	71.2	71.6	69.8
Percent Change	2.2	-9.3	-4.9	-10.9	-6.8	0.3	-1.0	6.2	3.3	1.4	-1.3	0.7	-1.8	5.1	3.6	16.1	10.1	4.1	-0.6	-3.1	6.9	0.6	-2.5	3.9
			016								017						20	40		Year To Date		-	unning 12 Months	
ADR	Sep	Oct	Nov	Dec	Jan	Feb	Mar		May	Jun 20	Jul	A	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	unning 12 Months 2017	2018
This Year	131.29	150.93	154.83	132.02	178.67	208.90	245.54	Apr 183.53	136.15	100.85	94.18	Aug 92.76	118.88	152.54	148.69	128.72	181.82	211.87	192.76	194.80	197.43	149.39	154.15	155.88
Last Year	120.02	146.32	145.42	127.54	185.09	199.98	235.98	171.57	134.31	101.48	94.49	93.25	131.29	150.93	154.83	132.02	178.67	208.90	204.63	194.00	194.80	143.52	149.39	154.15
Percent Change	9.4	3.2	6.5	3.5	-3.5	4.5	4.0	7.0	1.4	-0.6	-0.3	-0.5	-9.5	1.1	-4.0	-2.5	1.8	1.4	-5.8	1.1	1 4	4.1	3.2	1.1
reiteni Change	9.4	3.2	6.5	3.5	-3.3	4.5	4.0	7.0	1.4	-0.0	-0.3	-0.5	-9.5	1.1	-4.0	-2.5	1.0	1.4	-5.6	1.1	1.4	4.1	3.2	
RevPAR		21	016							20)17						20	18		Year To Date		Ru	unning 12 Months	s
INOVI AIN	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	88.87	108.26	111.47	74.33	123.18	182.31	223.36	148.87	98.55	64.66	51.77	54.90	79.02	114.95	110.95	84.14	138.06	192.56	154.48	151.24	163.93	106.92	107.53	112.97
Last Year	79.52	115.72	110.11	80.57	136.87	173.97	216.81	130.99	94.07	64.17	52.63	54.82	88.87	108.26	111.47	74.33	123.18	182.31	164.94	154.48	151.24	102.13	106.92	107.53
Percent Change	11.8	-6.4	1.2	-7.7	-10.0	4.8	3.0	13.6	4.8	0.8	-1.6	0.2	-11.1	6.2	-0.5	13.2	12.1	5.6	-6.3	-2.1	8.4	4.7	0.6	5.1
		21	016							20	017						20	10		Year To Date		P.	unning 12 Months	
Supply	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	76,650	79,205	76,650	79,205	79,205	71,540	79,205	76,650	79,205	76,650	79,205	79,205	76,650	79,205	76,650	79,205	79,205	71,540	143.311	150,745	150,745	917,149	928,669	932,575
Last Year	76,620	79,174	72,870	75,299	75,299	68,012	75,299	76,650	79,205	76,650	79,205	79,205	76,650	79,205	76,650	79,205	79,205	71,540	150,627	143,311	150,745	931,845	917,149	928,669
Percent Change	0.0	0.0	5.2	5.2	5.2	5.2	5.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-4.9	5.2	0.0	-1.6	1.3	0.4
Demand		21	016							20)17						20	18		Year To Date		Ru	unning 12 Months	s
Demand	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	51,886	56,810	55,186	44,594	54,603	62,431	72,052	62,173	57,330	49,145	43,537	46,877	50,946	59,689	57,192	51,778	60,141	65,021	114,850	117,034	125,162	656,452	647,838	675,881
Last Year	50,767	62,613	55,178	47,567	55,682	59,168	69,183	58,524	55,473	48,470	44,117	46,561	51,886	56,810	55,186	44,594	54,603	62,431	121,414	114,850	117,034	663,113	656,452	647,838
Percent Change	2.2	-9.3	0.0	-6.3	-1.9	5.5	4.1	6.2	3.3	1.4	-1.3	0.7	-1.8	5.1	3.6	16.1	10.1	4.1	-5.4	1.9	6.9	-1.0	-1.3	4.3
																	1 00	40				-		
		21																						
Revenue	Sep	Oct 2	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan Jan	18 Feb	2016	Year To Date 2017	2018	2016	unning 12 Months 2017	2018

0.2

2555

100.0

17 2555

100.0

2555

100.0

Census Props Census Rooms % Rooms Participants A blank row indicates insufficient data.

Percent Change

Last Year 6,093,167 9,161,641 8,024,070 6,066,668

17 2555

100.0

2555

100.0

2555

100.0

-3.0

17 2555

100.0

-5.3

2555

100.0

10.2

2555

100.0

2555

100.0

13.6

2555

100.0

4.8

2555

100.0

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10,306,080 11,832,154 16,325,862 10,040,738 7,450,547 4,918,554 4,188,615 4,341,709 6,812,097 8,574,520 8,544,398 5,887,215

2555

100.0

0.8

17 2555

Tab 8 - Response Scottsdale Downtown+

City of Scottsdale, AZ

For the Month of February 2018

								2016								2017	7							201	В						
					Open		Chg in		\Box	Т		Т	\top	П	Т		Т		Т		Т	П	Т		Т	П	Т	П	Т	Т	\Box
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Date	Rooms	Rms	JF	= M	AIN	ΛJ	J	A S	0 1	N D	J	F M	AI	ИJ	J	AS	0	N D	J	F N	A	M∣J	J	A S	3 0	NC
32665	aloft Scottsdale	Scottsdale, AZ	85251	Apr 2016	Jan 1996	126	Υ			0 •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
56174	Best Western Plus Sundial	Scottsdale, AZ	85251	Jul 2011	Mar 2009	54		• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
32389	Comfort Suites Old Town Scottsdale	Scottsdale, AZ	85251	Jan 1996	Jan 1996	60		• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
37904	Courtyard Scottsdale Old Town	Scottsdale, AZ	85251	May 1999	May 1999	180		• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
31968	Extended Stay America Phoenix Scottsdale Old Town	Scottsdale, AZ	85251	Jan 2013	Aug 1995	121		• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
38821	Hilton Garden Inn Scottsdale Old Town	Scottsdale, AZ	85251	Aug 1999	Aug 1999	199		• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
34598	Holiday Inn Express & Suites Scottsdale Old Town	Scottsdale, AZ	85251	Jan 2003	Feb 1998	169	Υ	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
7555	Hotel Valley Ho	Scottsdale, AZ	85251	Dec 2005	Jun 1953	240	Υ	• •	•	• •	•	• •	•	• •	•		•		•	•	• •	•	• •	•	•						
8073	Howard Johnson Scottsdale Old Town	Scottsdale, AZ	85251	Mar 2012	Jun 1966	65	Υ	• •	•	• •	•	• •	•	• •	•		•	• •		•	• •	•	• •	•	•						
36698	Hyatt House Scottsdale Old Town	Scottsdale, AZ	85251	Jan 2012	Oct 1998	164		• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
34426	Hyatt Place Scottsdale Old Town	Scottsdale, AZ	85251	Sep 2006	Dec 1998	126	Υ	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•						
12031	Marriott Scottsdale Suites Old Town	Scottsdale, AZ	85251	May 1988	May 1988	243		• •	•	• •	•	• •	•	• •	•		•		•	•	• •	•	• •	•	•						
6251	Motel 6 Scottsdale	Scottsdale, AZ	85251	May 1967	May 1967	122			•		•		•	• •	•		•		•	•	• •	•	• •	•	•						
9113	The Saguaro Scottsdale	Scottsdale, AZ	85251	Apr 2016	Jun 1975	194	Υ	• •	•	• •	•	• •	•	• •	•		•		•	•	• •	•	• •	•	•						
11348	The Scott Resort & Spa	Scottsdale, AZ	85251	Apr 2016	Jun 1961	204			•	• •	•	• •	•	• •	•	• •	•				• •	•	• •								
57164	W Hotel Scottsdale	Scottsdale, AZ	85251	Sep 2008	Sep 2008	230	Υ	• •	•	• •	•	• •	•	• •	•		•		•	•	• •	•	• •	•	•						
1828	Magnuson Hotel Papago Inn	Scottsdale, AZ	85257	Sep 2014	Jun 1964	58		• •	•	• •	•	• •	•		•		•		•	•	• •	•	•	•	•						
			Total Prope	erties:	17	2555		0 -	Month	hly d	ata re	ceive	ed by	STR	1																

o - Monthly data received by STR

A blank row indicates insufficient data.

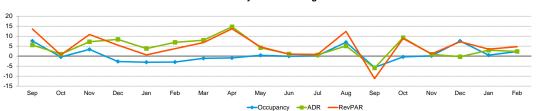
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 ⁻ Monthly and daily data received by STR Blank - No data received by STR

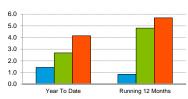
Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

City of Scottsdale, AZ For the Month of February 2018

Monthly Percent Change



Overall Percent Change



2018

6904

97.7

6904

97.7

30 6691

97.6

Occupancy	■ADR	■ RevPAR

Occupancy (%)		2	016							20	117							018		Year To Date		Ri	unning 12 Months	5
Occupancy (78)	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	58.1	67.6	68.9	53.3	68.1	82.6	89.2	79.1	67.0	56.9	49.2	53.1	54.8	67.4	69.1	57.3	68.5	84.5	77.3	75.0	76.1	66.2	65.8	66.4
Last Year	54.0	67.9	66.7	54.7	70.3	85.1	90.2	79.7	66.7	56.9	49.0	49.6	58.1	67.6	68.9	53.3	68.1	82.6	76.9	77.3	75.0	64.9	66.2	65.8
Percent Change	7.6	-0.4	3.4	-2.7	-3.0	-3.0	-1.1	-0.9	0.4	-0.1	0.3	6.9	-5.6	-0.4	0.2	7.6	0.5	2.3	0.5	-3.0	1.4	2.0	-0.6	0.8
ADR		2	016							20	117						2	018		Year To Date		Ri	unning 12 Months	ś
ADK	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	153.32	181.60	188.69	172.82	221.02	253.35	282.29	233.83	165.02	117.04	107.66	108.60	144.23	198.39	190.44	172.30	227.58	259.30	225.52	237.93	244.30	179.56	185.30	194.21
Last Year	145.24	179.81	176.00	159.44	212.96	237.00	261.46	203.89	158.35	115.82	107.04	103.35	153.32	181.60	188.69	172.82	221.02	253.35	237.58	225.52	237.93	174.62	179.56	185.30
Percent Change	5.6	1.0	7.2	8.4	3.8	6.9	8.0	14.7	4.2	1.1	0.6	5.1	-5.9	9.2	0.9	-0.3	3.0	2.4	-5.1	5.5	2.7	2.8	3.2	4.8
RevPAR		2	016							20	117						2	018		Year To Date		Ri	unning 12 Months	5
ILEVI AIL	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	89.08	122.84	130.09	92.04	150.59	209.27	251.83	184.85	110.51	66.57	52.92	57.66	79.06	133.69	131.51	98.70	155.85	219.11	174.36	178.47	185.87	118.85	121.95	128.88
Last Year	78.43	122.11	117.37	87.26	149.64	201.72	235.85	162.60	105.62	65.92	52.47	51.30	89.08	122.84	130.09	92.04	150.59	209.27	182.72	174.36	178.47	113.28	118.85	121.95
Percent Change	13.6	0.6	10.8	5.5	0.6	3.7	6.8	13.7	4.6	1.0	0.9	12.4	-11.2	8.8	1.1	7.2	3.5	4.7	-4.6	2.4	4.1	4.9	2.6	5.7
Supply		2	016							20	117						2	018		Year To Date		Ri	unning 12 Months	ś
Supply	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	195,990	202,740	196,200	208,971	209,033	189,168	209,436	202,680	202,771	196,230	202,771	202,771	196,230	207,421	200,730	207,421	214,024	193,312	392,822	398,201	407,336	2,410,326	2,423,698	2,435,797
Last Year	199,740	206,398	199,740	206,398	206,398	186,424	206,398	199,740	206,522	199,860	206,553	202,523	195,990	202,740	196,200	208,971	209,033	189,168	393,235	392,822	398,201	2,438,075	2,410,326	2,423,698
Percent Change	-1.9	-1.8	-1.8	1.2	1.3	1.5	1.5	1.5	-1.8	-1.8	-1.8	0.1	0.1	2.3	2.3	-0.7	2.4	2.2	-0.1	1.4	2.3	-1.1	0.6	0.5
Demand		2	016							20	117						2	018		Year To Date		Ri	unning 12 Months	ś
Demand	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	113,869	137,134	135,275	111,296	142,426	156,254	186,836	160,219	135,789	111,613	99,672	107,647	107,568	139,778	138,614	118,814	146,563	163,346	303,711	298,680	309,909	1,595,414	1,595,019	1,616,459
Last Year	107,858	140,174	133,203	112,956	145,035	158,676	186,181	159,286	137,747	113,756	101,257	100,538	113,869	137,134	135,275	111,296	142,426	156,254	302,432	303,711	298,680	1,581,648	1,595,414	1,595,019
Percent Change	5.6	-2.2	1.6	-1.5	-1.8	-1.5	0.4	0.6	-1.4	-1.9	-1.6	7.1	-5.5	1.9	2.5	6.8	2.9	4.5	0.4	-1.7	3.8	0.9	0.0	1.3
Revenue		2	016		2017											2	018		Year To Date		Ri	unning 12 Months	ś	
Revenue	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	17,458,762	24,903,940	25,524,376	19,233,759	31,478,765	39,586,723	52,741,338	37,464,542	22,408,364	13,063,496	10,730,957	11,690,987	15,514,724	27,730,110	26,397,557	20,471,799	33,354,599	42,355,997	68,492,312	71,065,488	75,710,596	286,473,126	295,559,236	313,924,470
Last Year	15,665,791	25,204,227	23,444,194	18,009,260	30,886,278	37,606,034	48,679,384	32,477,174	21,812,846	13,175,282	10,838,110	10,390,115	17,458,762	24,903,940	25,524,376	19,233,759	31,478,765	39,586,723	71,851,031	68,492,312	71,065,488	276,193,657	286,473,126	295,559,236
Percent Change	11.4	-1.2	8.9		1.9	5.3																		6.2

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Census Props Census Rooms % Rooms Participants 100.0 A blank row indicates insufficient data.

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Tab 10 - Response Scottsdale Middle+

City of Scottsdale, AZ

For the Month of February 2018

								20°	16				20	17						20	018					
					Open		Chg in				TT	\Box	\top		T				\Box	Т	\Box	\Box	\Box	П		\Box
STR Code	Name of Establishment	City & State	Zip Code		Date	Rooms	Rms	J	F M A M	JJ	A S	O N	D J	FM	I A I	N J	JA	SC	N	D J	F '	M A	M J	JA	SO	N D
	The Unbound Collection Royal Palms Resort & Spa	Phoenix, AZ	85018	Jul 2016	Jun 1948	119	Υ	•	• • • •	• • •	•	• •	• •	• •	•	•	• •	• •	•	• •	•					
	Courtyard Scottsdale Salt River	Scottsdale, AZ	85250	Apr 2012	Apr 2012	158		•	• • • •	• • •	•	• •	• •	• •	• •	•	• •	• •	•	• •	•	\perp				
	DoubleTree Paradise Valley Resort Scottsdale	Scottsdale, AZ	85250	Jul 1995	Jun 1984	378		•	• • • •	• • •	•	• •	• •	• •	•	•	• •	• •	•	• •	•					
	Embassy Suites Scottsdale Resort	Scottsdale, AZ	85250	Jul 2016	Nov 1980	312	Υ	•	• • • •	• • •	•	• •	• •	• •	•	•	• •	• •	•	• •	•					
	Hilton Scottsdale Resort & Villas	Scottsdale, AZ	85250	Jan 2000	Jan 1973	235	Υ	•	• • • •	• • •	•	• •	• •	• •		• •	• •	• •		• •	•					
	Hotel Adeline	Scottsdale, AZ	85250	Jan 2018	Dec 1970	213	Υ	•	• • • •	• • •	•	• •	• •	• •	•					•	•					
	Luxury Collection The Phoenician	Scottsdale, AZ	85251	Jun 1994	Oct 1988	645	Υ	•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •	•					
6251	Motel 6 Scottsdale	Scottsdale, AZ	85251	May 1967	May 1967	122		•	• • • •	• • •		• •	• •	• •		•	• •	• •		• •	•					
	Andaz Scottsdale Resort & Spa	Scottsdale, AZ	85253		Dec 2016	201							0	• •		• •	• •	• •		• •	•					
	Hampton Inn & Suites Phoenix Scottsdale Shea Boulevard	Scottsdale, AZ	85253	Oct 2017	Jan 1995	150	Υ	•	• • • •	•								0		• •	•					
	Homewood Suites Phoenix Scottsdale	Scottsdale, AZ	85253	Aug 1997	Aug 1997	114		•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •	•					
6769	JW Marriott Camelback Inn Scottsdale Resort & Spa	Scottsdale, AZ	85253	Sep 1967	Jun 1936	453		•	• • • •	• • •		• •	• •	• •		• •	• •	• •	•	• •	•					
56000	Omni Scottsdale Resort & Spa @ Montelucia	Scottsdale, AZ	85253	Jan 2014	Nov 2008	293		•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •	•					
16097	Residence Inn Scottsdale Paradise Valley	Scottsdale, AZ	85253	Jan 1991	Jan 1991	122		•	• • • •	• • •		• •	• •	• •		•	• •	• •		• •	•					
11349	Sanctuary On Camelback Mountain	Paradise Valley, AZ	85253	Mar 2001	Jun 1970	109	Υ	•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •	•					
	The Hermosa Inn	Paradise Valley, AZ	85253	Nov 2009	Jun 1930	43	Υ	•	• • • •	• • •	•	• •	• •	• •		• •	• •	• •		• •	•					
9105	The McCormick Scottsdale	Scottsdale, AZ	85253	Apr 2001	Jun 1975	125	Υ	•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •	•					
1288	The Scottsdale Plaza Resort	Scottsdale, AZ	85253	Mar 1990	Jun 1972	404		•	• • • •	• • •		• •	• •	• •		•	• •	• •		• •	•					
35018	Extended Stay America Phoenix Scottsdale	Scottsdale, AZ	85254	Feb 2013	Sep 1997	106		•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •	•					
61809	Hampton Inn Suites Scottsdale Riverwalk	Scottsdale, AZ	85256	Feb 2012	Feb 2012	101		•	• • • •	• • •		• •	• •	• •		•	• •	• •		• •	•					
56696	Talking Stick Resort	Scottsdale, AZ	85256	Apr 2010	Apr 2010	496	Υ	•				• •				•	• •			• •	•					
18805	Days Inn & Suites Scottsdale North	Scottsdale, AZ	85258	Dec 2012	Jun 1984	100	Υ	•		• • •	•	• •	• •	• •		•	• •	• •	•	• •	•					
18806	Destination Hotels The Scottsdale Resort @ McCormick R	Scottsdale, AZ	85258	Sep 2015	Jun 1976	326	Υ	•	• • • •	• • •		• •	• •	• •		• •	• •	• •		• •						
37574	Gainey Suites	Scottsdale, AZ	85258	Jan 1999	Jan 1999	162		•			•	• •	• •	• •		•	• •	• •		• •	•					
32601	Holiday Inn Express Scottsdale North	Scottsdale, AZ	85258	Jan 2011	Jan 1996	122	Υ	•				• •				•	• •			• •	•					
26046	Hyatt Regency @ Gainey Ranch	Scottsdale, AZ	85258	Dec 1986	Dec 1986	493	Υ	•			•	• •	• •	• •		•	• •	• •		• •	•					
24075	Courtyard Scottsdale @ Mayo Clinic	Scottsdale, AZ	85259	Jan 1989	Jan 1989	124		•								•	• •				•					
34261	La Quinta Inns & Suites Phoenix Scottsdale	Scottsdale, AZ	85260	Dec 1996	Dec 1996	140		•			•	•	• •			•	• •	• •	•	• •	•					
32463	Scottsdale Suites On Shea	Scottsdale, AZ	85260	Jan 2018	Dec 1995	162		•				• •	• •	• •		•	• •	• •	•							
39563	TownePlace Suites Scottsdale	Scottsdale, AZ	85260	Feb 2000	Feb 2000	130	Υ	•			•	• •	• •			•	• •	• •	•	• •	•					
53800	Wekopa Resort & Conference Center	Fort McDowell, AZ	85264	Oct 2014	Dec 2005	246		0	0 0 0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0					
			Total Prope	erties:	31	6904		0	- Monthly data	receive	ed by	STR														
								1_	- Monthly and	doily de	ata roc	اممینیمط	by CT	D.												

 ⁻ Monthly and daily data received by STR

A blank row indicates insufficient data.

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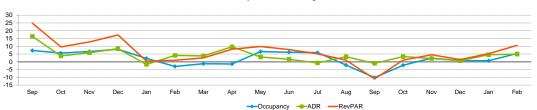
Blank - No data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

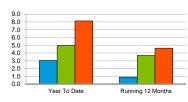
Currency: USD - US Dollar

City of Scottsdale, AZ For the Month of February 2018

Monthly Percent Change



Overall Percent Change



Occupancy	■ADR	■RevPAR	

2.2

Occupancy (%)		20	016							20)17						20	18		Year To Date		Ru	nning 12 Months	s		
, , , , , , , , , , , , , , , , , , , ,	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018		
This Year	65.3	73.9	72.7	62.1	71.5	80.6	85.6	77.7	73.0	65.5	60.2	58.0	58.7	72.3	74.4	62.5	71.9	84.9	76.2	75.8	78.1	67.9	69.7	70.3		
Last Year	60.9	70.0	68.2	57.4	69.9	83.1	86.7	78.8	68.5	61.7	56.9	59.3	65.3	73.9	72.7	62.1	71.5	80.6	76.4	76.2	75.8	68.8	67.9	69.7		
Percent Change	7.3	5.6	6.6	8.1	2.2	-3.0	-1.2	-1.4	6.6	6.1	5.9	-2.1	-10.1	-2.2	2.4	0.7	0.7	5.4	-0.4	-0.5	3.0	-1.2	2.6	0.9		
ADD		20	016							21	017						20	18		Year To Date		Running 12 Months				
ADR	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018		
This Year	197.49	239.10	232.66	205.56	268.72	309.60	331.95	292.71	218.20	147.36	128.75	125.99	195.53	247.21	237.60	206.99	280.97	324.89	285.83	289.34	303.63	218.48	227.11	235.49		
Last Year	169.73	230.45	219.91	189.48	273.40	297.41	319.81	266.94	211.64	145.00	129.70	122.02	197.49	239.10	232.66	205.56	268.72	309.60	290.55	285.83	289.34	211.21	218.48	227.11		
Percent Change	16.4	3.8	5.8	8.5	-1.7	4.1	3.8	9.7	3.1	1.6	-0.7	3.3	-1.0	3.4	2.1	0.7	4.6	4.9	-1.6	1.2	4.9	3.4	3.9	3.7		
RevPAR			116								117						20			Year To Date			nning 12 Months			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018		
This Year	129.03	176.75	169.23	127.64	192.03	249.42	284.12	227.42	159.19	96.53	77.55	73.09	114.79	178.68	176.89	129.46	202.10	275.83	217.70	219.27	237.09	148.36	158.22	165.54		
Last Year	103.37	161.27	150.06	108.85	191.21	247.02	277.14	210.41	144.89	89.49	73.77	72.32	129.03	176.75	169.23	127.64	192.03	249.42	222.11	217.70	219.27	145.22	148.36	158.22		
Percent Change	24.8	9.6	12.8	17.3	0.4	1.0	2.5	8.1	9.9	7.9	5.1	1.1	-11.0	1.1	4.5	1.4	5.2	10.6	-2.0	0.7	8.1	2.2	6.6	4.6		
Supply		20	016							20)17						20	18		Year To Date		Ru	nning 12 Months	s		
Supply	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018		
This Year	87,720	90,644	87,720	90,644	90,644	81,872	90,644	87,720	90,644	87,720	90,644	90,644	87,720	90,644	87,720	90,644	90,644	81,872	167,206	172,516	172,516	1,034,410	1,062,782	1,067,260		
Last Year	85,020	87,854	85,020	87,854	87,854	79,352	87,854	85,020	90,985	88,050	90,985	90,644	87,720	90,644	87,720	90,644	90,644	81,872	167,206	167,206	172,516	1,034,410	1,034,410	1,062,782		
Percent Change	3.2	3.2	3.2	3.2	3.2	3.2	3.2	3.2	-0.4	-0.4	-0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.2	0.0	0.0	2.7	0.4		
Demand		20	016							21	017						2018			Year To Date		Ru	nning 12 Months	s		
Demand	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018		
This Year	57,312	67,006	63,806	56,285	64,774	65,959	77,583	68,153	66,130	57,460	54,598	52,583	51,499	65,516	65,307	56,694	65,198	69,508	127,350	130,733	134,706	702,411	740,392	750,229		
Last Year	51,781	61,481	58,017	50,471	61,443	65,907	76,134	67,016	62,289	54,340	51,751	53,720	57,312	67,006	63,806	56,285	64,774	65,959	127,824	127,350	130,733	711,237	702,411	740,392		
Percent Change	10.7	9.0	10.0	11.5	5.4	0.1	1.9	1.7	6.2	5.7	5.5	-2.1	-10.1	-2.2	2.4	0.7	0.7	5.4	-0.4	2.7	3.0	-1.2	5.4	1.3		
		20	016							24	017						20	18		Year To Date		P.	nning 12 Months			
Revenue	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun 20	Jul	Aug	Sep	Oct	Nov	Dec	Jan 20	Feb	2016	2017	2018	2016	nning 12 Months 2017	s 2018		
														UU	1407		odli									
This Veer	11 318 310							10 040 262	14 429 404	8 467 220	7 029 590	6 625 037	10 069 495	16 196 020	15 516 602	11 734 869	18 318 882	22 582 410	36 400 164	37 826 852	40 901 292	153 461 776	168 148 266			
This Year Last Year	11,318,318 8,788,598	16,021,320 14,168,256	14,845,082 12,758,242	11,569,904 9,563,175	17,406,073 16,798,651	20,420,779	25,753,492 24,348,259	19,949,263 17,888,917	14,429,404	8,467,220 7.879,486	7,029,590 6,711,908	6,625,037 6,555,126	10,069,495 11,318,318	16,196,029 16,021,320	15,516,693 14,845,082	11,734,868	18,318,882 17,406,073	22,582,410 20,420,779	36,400,164 37,138,878	37,826,852 36,400,164	40,901,292 37.826.852	153,461,776 150,218,278	168,148,266 153,461,776			

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2018

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Census Props Census Rooms % Rooms Participants 100.0 A blank row indicates insufficient data.

Percent Change

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Tab 12 - Response Scottsdale North+

City of Scottsdale, AZ

For the Month of February 2018

								201	6				2017						2018													
					Open		Chg in		Т	П	\top	Т		\top		Т	П	Т	П		\top		\Box		\top			\top	\Box	\Box	\top	П
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Date	Rooms	Rms	J	F M	A	M J	l J	A	S O	NI) J	F	M A	M	J .	J A	S	O N	D	J F	: M	A	∥ J	J /	1 S (ON	D
34909 I	Extended Stay America Phoenix Scottsdale North	Scottsdale, AZ	85254	Jun 1997	Jun 1997	120		•	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•	•	•							
43004	Westin Kierland Resort & Spa	Scottsdale, AZ	85254	Nov 2002	Nov 2002	732		•	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•		• •							
26312 I	Fairmont Scottsdale Princess	Scottsdale, AZ	85255	Oct 1999	Jan 1988	750	Υ	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•	•	• •							
53188 I	Hilton Garden Inn Scottsdale North Perimeter Center	Scottsdale, AZ	85255	Mar 2005	Mar 2005	122		•	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•	•	• •							
47255 I	Residence Inn Scottsdale North	Scottsdale, AZ	85255	Dec 2002	Dec 2002	120		• •	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•		•							
9177	Best Western Plus Scottsdale Thunderbird Suites	Scottsdale, AZ	85260	Jan 2014	Jun 1985	120		•	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•	•	• •							
53075 I	Holiday Inn Scottsdale North Airpark	Scottsdale, AZ	85260	Dec 2014	Dec 2004	117		• •	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•		•							
38398	Marriott Scottsdale @ McDowell Mountain	Scottsdale, AZ	85260	May 1999	May 1999	266	Υ	•	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•		• •							
18818	Curio Collection Boulders Resort & Spa	Scottsdale, AZ	85262	Apr 2015	Jun 1985	160		•	•	•	• •	•	• •	•		•	•	• •	•	•	•	•	•		•							
36856	Four Seasons Resort Scottsdale @ Troon North	Scottsdale, AZ	85262	Dec 1999	Dec 1999	210		•	•	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•	•		• •							
11283	Carefree Resort & Conference Center	Carefree, AZ	85377	Sep 1996	Jun 1963	207	Υ	•	•	•	• •	•		•		•	•	• •	•	•	•	•	•	•	•							
			Total Prope	erties:	11	2924		0 -	Mon	thly	data	recei	ved b	y ST	R																	П

Blank - No data received by STR

A blank row indicates insufficient data.

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 ⁻ Monthly and daily data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report



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